

# Unified Wireless

Name	Catalog Num	Description	Qty	Unit Price	Total Price
WS-C6504-E-WISM-1	WS-C6504-E-WISM	Cat 6504-E WiSM bundle(SUP720-3B,WiSM, Fan Tray, (2) P/S)	1	\$ 43,447.25	\$ 43,447.25
Expansion Class for WISM Bundles					
SWISMK9-32	SWISMK9-32	Wireless Services Module Software Version 3.2	1	\$-	\$-
WS-SVC-WISM-1-K9	WS-SVC-WISM-1-K9	CISCO WIRELESS SERVICES MODULE (WISM)	1	\$-	\$-
Fan Tray Options					
FAN-MOD-4HS	FAN-MOD-4HS	High-Speed Fan Module for 7604/6504-E	1	\$-	\$-
Module Option 1 (included Supervisor)					
Compact Flash Options					
MEM-C6K-CPTFL256M	MEM-C6K-CPTFL256M	Cat6500 Sup720/Sup32 Compact Flash Mem 256MB	1	\$ 495.00	\$ 495.00
MSFC2 DRAM Options					
MEM-MSFC2-512MB	MEM-MSFC2-512MB	Catalyst 6500 512MB DRAM on the MSFC2 or SUP720 MSFC3	1	\$-	\$-
RF Boot Flash Upgrade Options					
BF-S720-64MB-RP	BF-S720-64MB-RP	Bootflash for SUP720-64MB-RP	1	\$-	\$-
SP Boot Flash Upgrade Options					
CF-ADAPTER-SP	CF-ADAPTER-SP	SP adapter for SUP720 (512MB CF included)	1	\$-	\$-
Flash Memory Options					
MEM-C6K-CPTFL512M	MEM-C6K-CPTFL512M	Catalyst 6500 Sup720/Sup32 Compact Flash Mem 512MB	1	\$-	\$-
Supervisor DRAM Options					
MEM-S2-512MB	MEM-S2-512MB	Catalyst 6500 512MB DRAM on the Supervisor (SUP2 or SUP720)	1	\$-	\$-
Power Cord Options					
CAB-7513AC	CAB-7513AC	AC POWER CORD NORTH AMERICA (110V)	2	\$-	\$-
Power Supply Options					

PWR-2700-AC/4	PWR-2700-AC/4	2700W AC Power Supply for Cisco 7604/6504-E	1	\$-	\$-
PWR-2700-AC/4	PWR-2700-AC/4	2700W AC Power Supply for Cisco 7604/6504-E	1	\$-	\$-
Software Options					
Supervisor 720 Software					
Native IOS					
S733ISK9-12218SXF	S733ISK9-12218SXF	Cisco CAT6000-SUP720 IOS IP SERVICES SSH	1	\$-	\$-
Supervisor Options					
WS-SUP720-3B	WS-SUP720-3B	Catalyst 6500/Cisco 7600 Supervisor 720 Fabric MSFC3 PFC3B	1	\$-	\$-
Cisco Smartnet					
	CON-SNT-6504WISM	SMARTNET 8X5XNBD Catalyst 6504-E with WiSM Bundle	1	\$-	\$-
	CON-SNT-WSSVCW1K	SMARTNET 8X5XNBD CISCO wireless svc module (WISM)	1	\$-	\$-
		WS-C6504-E-WISM-1 - Total Price			\$ 43,942.25
Name	Catalog Num	Description	Qty	Unit Price	Total Price
WS-C6504-E-WISM-2	WS-C6504-E-WISM	Cat 6504-E WiSM bundle(SUP720-3B, WiSM, Fan Tray, (2) P/S)	1	\$43,447.25	\$43,447.25
Expansion Class for WISM Bundles					
SWISMK9-32	SWISMK9-32	Wireless Services Module Software Version 3.2	1	\$-	\$-
WS-SVC-WISM-1-K9	WS-SVC-WISM-1-K9	CISCO WIRELESS SERVICES MODULE (WISM)	1	\$-	\$-
Fan Tray Options					
FAN-MOD-4HS	FAN-MOD-4HS	High-Speed Fan Module for 7604/6504-E	1	\$-	\$-
Module Option 1 (included Supervisor)					
Compact Flash Options					
MEM-C6K-CPTFL256M	MEM-C6K-CPTFL256M	Cat6500 Sup720/Sup32 Compact Flash Mem 256MB	1	\$ 495.00	\$ 495.00
MSFC2 DRAM Options					



MEM-MSFC2-512MB	MEM-MSFC2-512MB	Catalyst 6500 512MB DRAM on the MSFC2 or SUP720 MSFC3	1	\$-	\$-
RF Boot Flash Upgrade Options					
BF-S720-64MB-RP	BF-S720-64MB-RP	Bootflash for SUP720-64MB-RP	1	\$-	\$-
SP Boot Flash Upgrade Options					
CF-ADAPTER-SP	CF-ADAPTER-SP	SP adapter for SUP720 (512MB CF included)	1	\$-	\$-
Flash Memory Options					
MEM-C6K-CPTFL512M	MEM-C6K-CPTFL512M	Catalyst 6500 Sup720/Sup32 Compact Flash Mem 512MB	1	\$-	\$-
Supervisor DRAM Options					
MEM-S2-512MB	MEM-S2-512MB	Catalyst 6500 512MB DRAM on the Supervisor (SUP2 or SUP720)	1	\$-	\$-
Power Cord Options					
CAB-7513AC	CAB-7513AC	AC POWER CORD NORTH AMERICA (110V)	2	\$-	\$-
Power Supply Options					
PWR-2700-AC/4	PWR-2700-AC/4	2700W AC Power Supply for Cisco 7604/6504-E	1	\$-	\$-
PWR-2700-AC/4	PWR-2700-AC/4	2700W AC Power Supply for Cisco 7604/6504-E	1	\$-	\$-
Software Options					
Supervisor 720 Software					
Native IOS					
S733ISK9-12218SXF	S733ISK9-12218SXF	Cisco CAT6000-SUP720 IOS IP SERVICES SSH	1	\$-	\$-
Supervisor Options					
WS-SUP720-3B	WS-SUP720-3B	Catalyst 6500/Cisco 7600 Supervisor 720 Fabric MSFC3 PFC3B	1	\$-	\$-
	CON-SNT-6504WISM	SMARTNET 8X5XNBD Catalyst 6504-E with WISM Bundle	1	\$-	\$-
	CON-SNT-WSSVCW1K	SMARTNET 8X5XNBD CISCO wireless svc module (WISM)	1	\$-	\$-
WS-C6504-E-WISM-2 - Total Price				\$ 43,942.25	

# Aggregated Prices

WS-C6504-E 160_Core - Total Price	\$ 40,260.00
WS-C6504-E 201_Core - Total Price	\$ 40,260.00
WS-C6509-E 201_DistBlk_S1 - Total Price	\$ 59,889.50
WS-C6509-E 201_DistBlk_S2 - Total Price	\$ 59,889.50
WS-C6509-E Corr_DistBlk_S1 - Total Price	\$ 59,889.50
WS-C6509-E Corr_DistBlk_S2 - Total Price	\$ 59,889.50
WS-C6509-E SCRCs_DistBlk_S1 - Total Price	\$ 59,889.50
WS-C6509-E SCRCs_DistBlk_S2 - Total Price	\$ 59,889.50
WS-C6509-E 600 Adams_DistBlk_S1 - Total Price	\$ 59,889.50
WS-C6509-E 600 Adams_DistBlk_S2 - Total Price	\$ 59,889.50
WS-C6509-E 150_DistBlk_S1 - Total Price	\$ 59,889.50
WS-C6509-E 150_DistBlk_S2 - Total Price	\$ 59,889.50
WS-C6509-E 160_DistBlk_S1 - Total Price	\$ 59,889.50
WS-C6509-E 160_DistBlk_S2 - Total Price	\$ 59,889.50
SFP SX & LX Gbic - Total Price	\$ 68,612.50
CISCO3845 #1 - Total Price	\$ 7,617.50
CISCO3845 #2 - Total Price	\$ 7,617.50
GSS-4492R-K9 Global Site Selector #1 - Total Price	\$ 10,997.25
GSS-4492R-K9 Global Site Selector #2 - Total Price	\$ 10,997.25
WS-C6504-E-ACE-1 - Total Price	\$ 55,544.50
WS-C6504-E-ACE-2 - Total Price	\$ 55,544.50
WS-C6504-E-WISM-1 - Total Price	\$ 43,942.25
WS-C6504-E-WISM-2 - Total Price	\$ 43,942.25
Total Proposed Pricing for all Equipment	\$ 1,104,009.50

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# D. SERVICE PRICING AND WLAN4400 PRICING

Position / Skill Set	Cost per Hour
Network Engineer (State Contract Pricing)	\$100
Project Manager (State Contract Pricing)	\$100
LAN One CCNA	\$83
LAN One Technician: Mount Equip, etc.	\$58

Name	Catalog Num	Description	Qty	Unit Price	Total Price
WLAN 4400	AIR-WLC4404-100-K9	4400 Series WLAN Controller for up to 100 Lightweight APs	2	\$19,247.25	\$ 38,494.50
	AIR-PWR-CORD-NA	AIR Line Cord North America	2	\$ -	\$ -
	SWLC4400K9-42	Cisco Unified WLAN Controller SW Release 4.2	2	\$ -	\$ -
	SWLC4400K9-42-ER	Cisco Unified WLAN Controller Emergency SW Release 4.2	2	\$ -	\$ -
	CON-SNT-WC440410	1 Year SMARTNET 8X5XNBD 4404-100 WLAN Controller	2	\$ -	\$ -
Optional AIR-WLC4404-100-K9- Total Price					\$ 38,494.50

### E. ACE 4710 PRICING

Name	Catalog Num	Description	Qty	Unit Price	Total Price
ACE 4710	ACE-4710-K9	ACE 4700 Series Application Control Engine Appliance	2	\$ -	\$ -
	CAB-AC	Power Cord, 110V	2	\$ -	\$ -
	ACE-AP-01-LIC	1Gbps License	2	\$15,947.25	\$ 31,894.50
	ACE-AP-VIRT-020	20 Virtual Context License	2	\$ 6,875.00	\$ 13,750.00
	ACE-AP-SW-1.7A	ACE Appliance SW 1.7A	2	\$ -	\$ -
	CON-SNT-ACE4710	1 Year SMARTNET 8X5XNBD ACE 4700 Series Application Control Eng	2	\$ -	\$ -
		Optional ACE-4710-K9- Total Price			\$ 45,644.50

### F. ASA5550 BUNDLE PRICING

Name	Catalog Num	Description	Qty	Unit Price	Total Price
ASA 5550 Bundle	ASA5550-BUN-K9	ASA 5550 Appliance with SW, HA, 8GE+1FE, 3DES/AES	2	\$10,997.25	\$21,994.50
	CAB-AC	Power Cord, 110V	2	\$ -	\$ -
	SF-ASA-8.0-K8	ASA 5500 Series Software v8.0	2	\$ -	\$ -
	ASA5500-SC-20	ASA 5500 20 Security Contexts License	2	\$ 6,875.00	\$13,750.00
	ASA5500-SSL-50	ASA 5500 SSL VPN 50 User License	2	\$ 2,197.25	\$4,394.50
	ASA-VPN-CLNT-K9	Cisco VPN Client Software (Windows, Solaris, Linux, Mac)	2	\$ -	\$ -
	ASA5500-ENCR-K9	ASA 5500 Strong Encryption License (3DES/AES)	2	\$ -	\$ -
	SSM-4GE-INC	SSM-4GE embedded within ASA 5550 systems	2	\$ -	\$ -
	ASA-180W-PWR-AC	ASA 180W AC Power Supply	2	\$ -	\$ -
	ASA-ANYCONN-CSD-K9	ASA 5500 AnyConnect Client + Cisco Security Desktop Software	2	\$ -	\$ -
	CON-SNT-AS5550B	1 Year SMARTNET 8X5XNBD ASA5550 w/ SW, HA, 8GE+1FE, 3DES/AES	2	\$ -	\$ -
		Optional ASA5550-BUN-K9 - Total Price			\$ 40,139.00



## 4.0 EXPERIENCE OF THE RESPONDENT

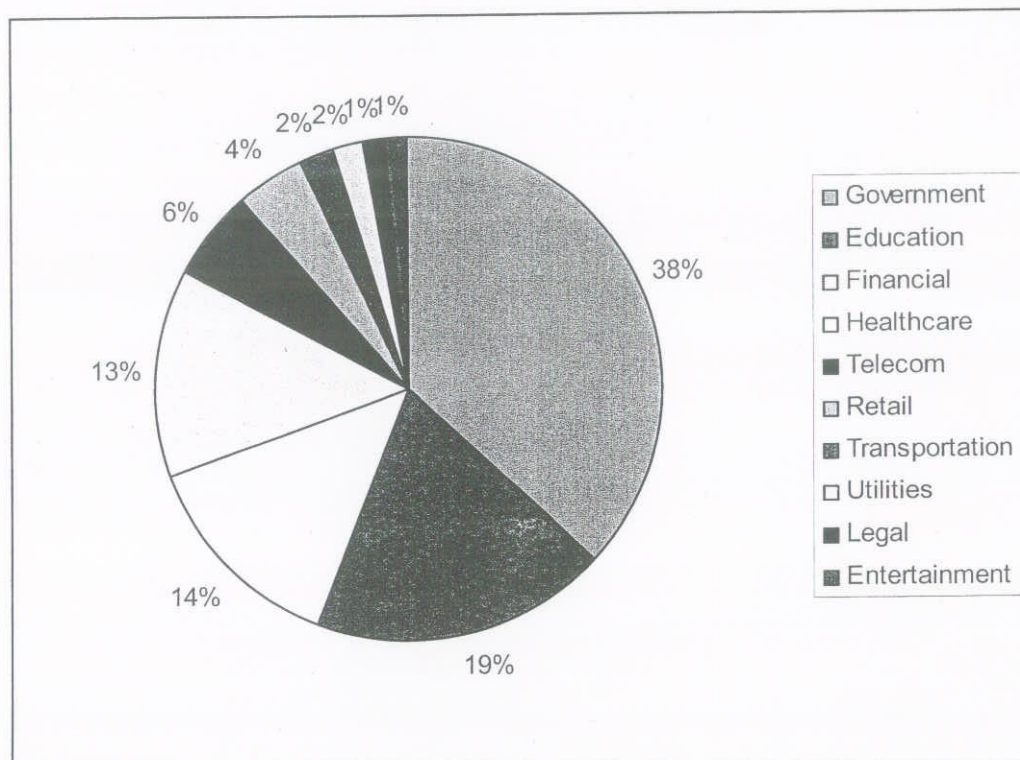
- A. A BRIEF DESCRIPTION OF THE HISTORY AND MISSION OF THE PROPOSER, INCLUDING THE RESPONDENT'S BACKGROUND AND MISSION STATEMENT, THE LENGTH OF TIME THE PROPOSER HAS BEEN IN BUSINESS, A DESCRIPTION OF THE PROPOSER'S ORGANIZATIONAL STRUCTURE AND A DESCRIPTION OF THE PROPOSER'S CUSTOMER MAKE-UP;

CTI is an employee owned business founded in 1995 to provide computer network engineering and Internet services built on experience in aerospace systems engineering services. By building on the rigors of aerospace systems engineering, CTI provides a differentiated level of service over its competitors. CTI focuses on industries with large scale, distributed networking needs, such as healthcare, utilities, national commercial, as well as Local, State and Federal governmental organizations. We are a world-class network engineering company consisting of experts who assist our clients in developing and realizing their vision. CTI has grown to over 200 employees with offices throughout the southeastern United States.

### Our Vision . . .

*"Through innovation, creativity, and technical excellence to be the world's best systems engineering and integration company in the eyes of customers, employees, and competitors."*

We are also providing a high level overview of our market presence in for each vertical segment in the industry. As depicted in the figure below, it is evident Coleman has significant business and technical success in the government and educational segments.



## Vertical Market Presence

### B. STATEMENT OF HOW LONG THE PROPOSER HAS PROVIDED SERVICES SIMILAR TO THE SERVICES REQUESTED HEREIN

We have provided network design and implementation services to customers since our inception in 1995 and are more than capable to handle the identified needs in this request.

### Historical Corporate Growth

CTI is a closely held private company and will disclose pertinent financial information as required to complete contract negotiations (a recent D&B Supplier Risk Score Report is available). CTI has the financial resources to complete this project and has completed many similar projects in the past. Upon contract award, specific additional financial information may be obtained by contacting Kirk Sawyer, CFO, at (407) 481-8600 x104. However, the following data is provided to demonstrate our financial growth history since the inception of the firm.

<u>Year</u>	<u>Revenue (in Millions)</u>
1995	\$0
1996	\$1
1997	\$3
1998	\$7
1999	\$10
2000	\$16
2001	\$27
2002	\$48
2003	\$53
2004	\$67
2005	\$102
2006	\$162
2007	\$206
2008	\$275 (projected)



CTI has experienced steady growth in both sales and profitability since its inception with sales for 2007 of \$206 million. Sales for year 2008 are anticipated to exceed \$275 million. CTI has the financial resources to complete the project as proposed and has successfully completed many similar projects in the past.

**C. A GENERAL DESCRIPTION OF THE PROPOSER'S EXPERIENCE AND BACKGROUND IN PROVIDING SERVICES SIMILAR TO THE SERVICES REQUESTED HEREIN;**

CTI has over 13 years experience in designing and implementing enterprise level computer networks.

CTI exemplifies the standard for engineering excellence for network design and implementation services by maintaining the most technically adept, the most skilled and the greatest concentration of qualified staff in the southeast United States.

**D. ANY OTHER RELEVANT INFORMATION ABOUT THE EXPERIENCE AND KNOWLEDGE BASE OF THE PROPOSER WHICH IS DEEMED TO BE MATERIAL.**

CTI has significant experience working with the SCG IT staff. Local CTI engineers have recently provided professional engineering services through a detailed network assessment to recommend changes to the network to support advanced technologies. CTI is familiar with the SCG network and IT staff and is therefore uniquely qualified to provide the services requested in this RFP.

**E. RESUME OF EACH EMPLOYEE ENGAGED IN THE SERVICES, INCLUDING THE ROLE OF EACH AND AN OVERVIEW OF THEIR PREVIOUS EXPERIENCE WITH SIMILAR PROJECTS.**

Resumes for engineers dedicated to this project are provided in Appendix E. If other resources are deemed necessary, CTI will provide individual's resumes if required.

## 5.0 REFERENCES

Customer	Contact Information
<b>Tennessee General Assembly</b>  Statewide deployment for routers and switches at all TNGA offices. Includes complete Unified Communications deployment at each location.	Tennessee General Assembly Steve Kriegish - IT Director (615) 741-1552 <a href="mailto:Steve.Kriegish@legislature.state.tn.us">Steve.Kriegish@legislature.state.tn.us</a> Legislative IS 320 6th Avenue North 1st Floor Rachel Jackson Building Nashville, TN 37243
<b>Harrah's Entertainment</b>  Core infrastructure upgrade and redundancy project. Upgrade of existing 6509 and added redundant 6509 for 20+ casino locations nationwide.	Harrah's Entertainment George McWhirter Manager Network Engineering Operations (901) 537-3773 1023 Cherry Road Memphis, TN 38117 <a href="mailto:gmcwhirter@harrahs.com">gmcwhirter@harrahs.com</a>
<b>Memphis City Schools</b>  Local school infrastructure deployment including network, wireless, and security.	Memphis City Schools Eric Saunders – Network and Telecommunications Services Manager 2597 Avery Avenue, Room 250 Memphis, TN 38112 (901) 604-4100 <a href="mailto:SaundersE@mcsk12.net">SaundersE@mcsk12.net</a>



## 6.0 ADDITIONAL INFORMATION

### A. FINANCING OPTION

#### Financing Option

Cisco Systems Capital Corporation, in partnership with its municipal funding source, Key Government Finance Inc. ("KGF"), is offering a vendor financing option to facilitate the acquisition contemplated in this proposal. This financing solution is provided to insure that the equipment and services defined in this proposal can be acquired easily, with payments spread out over the next five years.

This financing option is structured to offer a 0% tax-exempt interest rate available to the Shelby County Government through its status as a public entity.

**Master Lease-Purchase Agreement ("MLA")** - The form of documentation for this transaction would be a Master Lease-Purchase Agreement ("MLA"). The MLA includes a standard (master) set of terms and conditions that are designed to accommodate multiple equipment acquisitions with payments to multiple vendors. The theory behind the Master Lease Agreement is that it will deliver a financing vehicle that provides cost effective and efficient solutions on an ongoing, consistent basis. After Shelby County Government has approved the terms of the documentation, secondary financing schedules can be completed with minimal time commitment from the Lessee.

**Equipment Types Financed Under the MLA** – Shelby County Government can finance a wide variety of equipment under the MLA, including but not limited to hardware, software, optical cabling, installation, and maintenance.

#### Benefits of Master Lease/Purchase Agreement

- **Repeat Usage** - The executed master lease purchase agreement can be used as many times as the parties to the financing wish.
- **Multiple Financing Structures** – Each financing under the MLA is structured as an independent "Property Schedule". Each Property Schedule will have its own payment terms. This will allow Shelby County Government to match the payment term for a Property Schedule to its projected term of use for the specific equipment being acquired under that Schedule, insuring that the equipment can be replaced when needed. It also allows Shelby County Government to select, for example, a three year term for items it wishes to replace frequently with newer models, or a five year term for items it expects to keep longer. New Property Schedules can be added to the MLA whenever Shelby County Government wishes to acquire new equipment, or to upgrade or replace existing equipment.
- **Financing Turnaround** - Additional financings under the agreement can be completed with minimal time commitment from the Lessee.
- **Industry Standard Documents** – Our documentation has been drafted by nationally recognized bond counsel and is compliant with all current State and Federal laws for governmental leasing. Terms are tailored to the needs of our state and local government customers.